

Sales representative (m/w/d)

for Germany, Austria, Switzerland, Denmark and the Netherlands



We are the competent problem solver and reliable partner for first-class and efficient cleaning solutions for professional users. Over 130 specialists under one roof develop, produce and distribute cleaning and care products. All BUZIL® and PLANTA® products are manufactured, stored and commissioned at the Memmingen site. Wholesalers are supplied from here via haulage companies in over 35 countries. We are used in professional cleaning, industry, the hotel and

catering sector as well as in retirement and care homes. The Private Label division develops and produces customised products from the initial idea to the finished product. In addition to a subsidiary in Poland and a branch in the United Arab Emirates, there are also sales offices in the Balkan states. The company was founded in 1907 by Julius Wagner and has been family-owned ever since.

Your tasks:

- Market support and expansion as well as competition monitoring
- Establishing a customer and market-compliant service and support system
- Monitoring and control of sales activities
- Expansion of the existing customer network
- Active co-operation with the Buzil head office and internal departments
- Achievement of sales targets according to budgeting
- Collaboration in strategic planning and its implementation

Your profile:

- You have completed commercial/technical training or have a comparable qualification
- You have several years of professional experience in field service or in a comparable position
- A high level of technical understanding
- Very good, business fluent knowledge of written and spoken German and English is essential
- Strong customer and service orientation as well as a high degree of self-motivation and sense of responsibility
- Committed team player attitude
- High willingness to travel, regular work at the Memmingen headquarters required
- Experience in managing employees
- Your proactive working style - hands-on mentality rounds off your profile

We offer you:

- Family-run company
- Modern work equipment (laptop, mobile phone, etc.)
- Attractive, performance-related remuneration and performance-related commission
- Company car, also for private use
- 30 days annual leave & special leave
- Company pension scheme
- Purchase discounts in the Buzil shop
- Corporate benefits

Are you interested?

Then please send your application including CV and certificates to: bewerbungen@buzil.de, so that we can get to know each other straight away.